



Global Report

2019

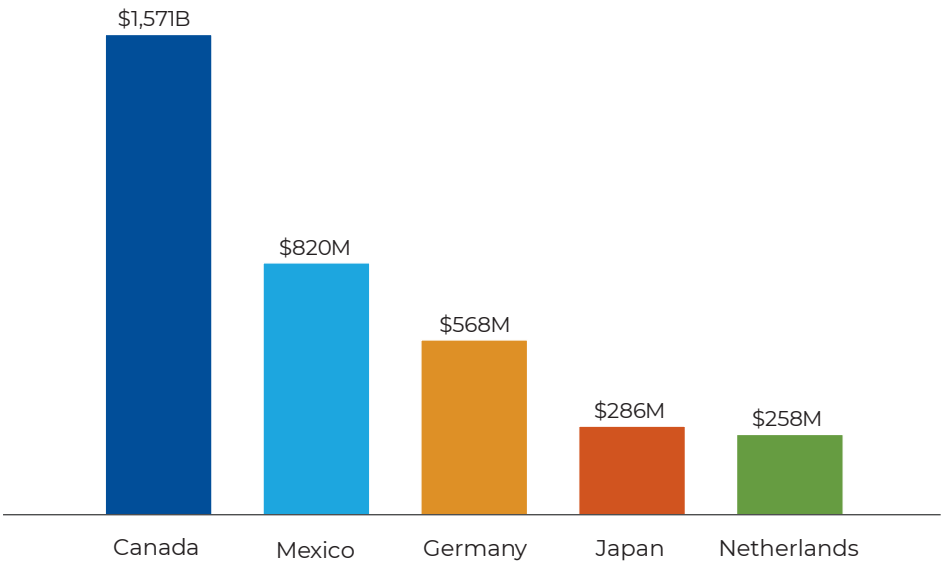


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Oklahoma Exports to the World

Selling to international markets opens a business to the 96% of the world's consumers located in other countries. Oklahoma companies can benefit from exporting their products to markets outside the United States.

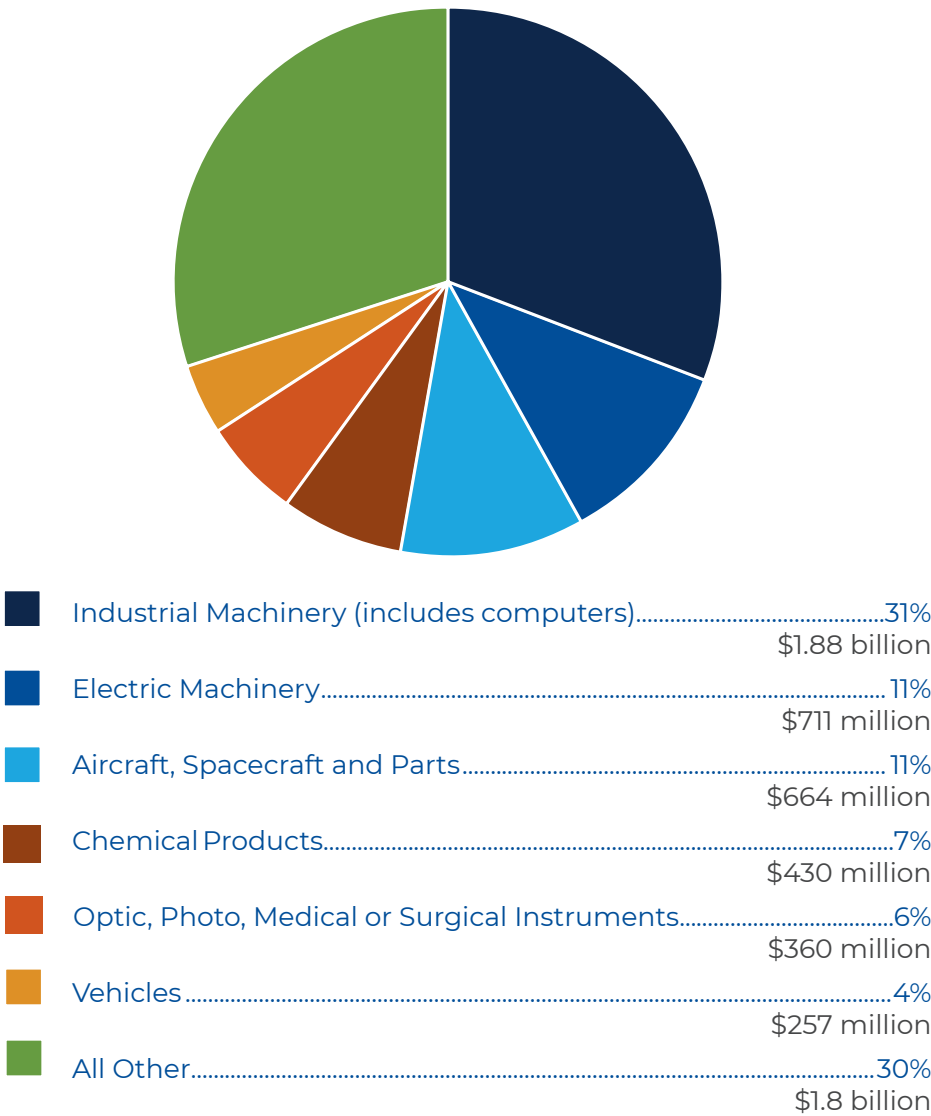
Oklahoma's Top Export Countries:



Country	2019 Exports	1-Year Growth	10-Year Growth	Percent/Share of Total Trade
Canada	\$1,570,691,273	-4.63%	-16%	26%
Mexico	\$820,171,537	4.69%	93%	13%
Germany	\$567,674,224	-7.21%	258%	9%
Japan	\$286,030,392	-3.27%	-18%	5%
Netherlands	\$258,068,429	5.09%	260%	4%
China	\$212,663,429	4.78%	-13%	3%
Singapore	\$207,958,486	10.13%	72%	3%
United Kingdom	\$199,533,563	26.82%	72%	3%
Australia	\$132,998,785	37.46%	19%	2%
All others	\$1,866,750,050	-0.65%	-1%	30%

Sources: US Census Bureau Foreign Trade Division data, via WISERTrade.org

Top Oklahoma Export Categories:



Sources: US Census Bureau Foreign Trade Division data, via WISERTrade.org

- \$6.12 billion in total exports from more than 3,000 Oklahoma exporters
- Oklahoma exports have grown 0.23% during the past 12 months despite significant headwinds in trade, and 14% since 2010.
- In 2019, 68% of total exports from Oklahoma were attributed to the top 9 countries.
- Small- and medium-sized firms account for 84% of Oklahoma’s exporters.

Becoming Export Ready

Commerce Trade Services

We guide local companies through the process of taking their existing business international. In 2019, Commerce resolved 186 trade cases in 24 counties.

- **Trade Counseling** - Analyzes the exporting capabilities of individual Oklahoma companies to help them prepare to enter new markets or sell new products to known markets.
- **Trade Shows** - The agency attends and hosts booths at trade shows to provide venues for Oklahoma exporters to meet international buyers, distributors or representatives.
- **International Business Matchmaking** - Our no-cost agent and distributor search service connects Oklahoma companies with businesses or individuals in targeted export markets that can ensure products and services reach the right industries, sectors and customers.
- **Oklahoma-Mexico Trade Office** - Oklahoma's trade office in Mexico provides easy and transparent access to the Mexican market by providing trade and export services and assistance for new and existing sales opportunities.
- **STEP Grant** - The Oklahoma STEP Fund is part of the State Trade Expansion (STEP) Grant Program, an export promotion initiative to make matching-fund grants to assist small businesses in Oklahoma. The intent of this program is to increase the number of small businesses that are exporting and to increase the value of exports for those small businesses that are currently exporting. We customize company participation through numerous tradeshow and/or services that help companies develop an export business strategy.

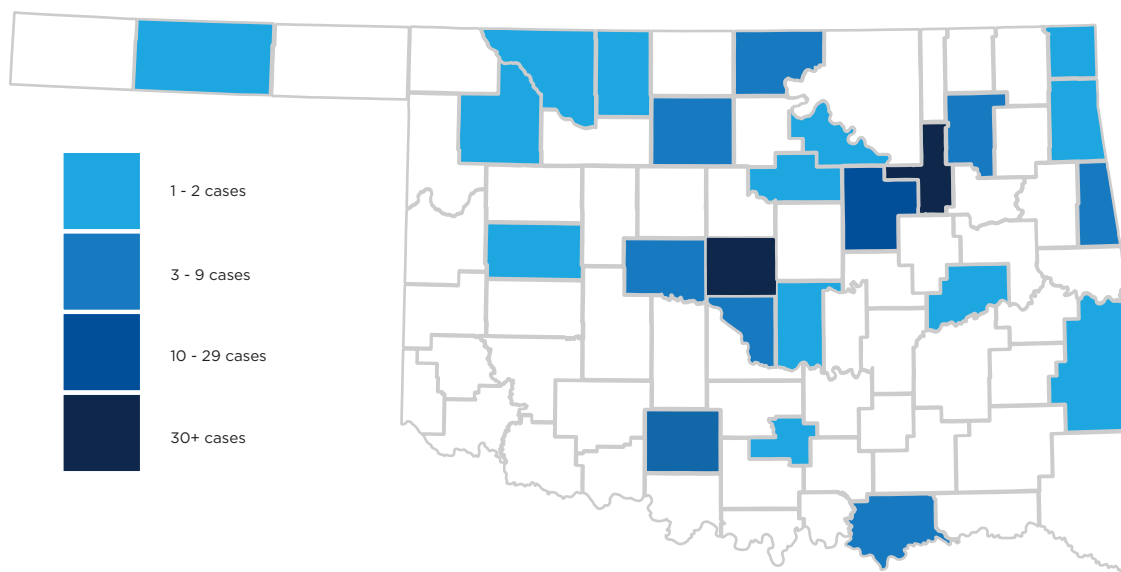
Trade and Export Partners

Oklahoma's Global Team and the partner agencies listed below provide a comprehensive Oklahoma network to facilitate all areas of international trade services and opportunities.

- Export-Import Bank of the U.S.
- Oklahoma Department of Agriculture, Food and Forestry
- Oklahoma District Export Council
- Oklahoma Governor's International Team
- Oklahoma International Trade Center SBDC
- Oklahoma Manufacturing Alliance
- Overseas Private Investment Corporation
- U.S. Department of Commerce
- U.S. Small Business Administration

Companies Assisted in 2019

Throughout the year, Oklahoma companies request export and trade services from the Oklahoma Department of Commerce. In 2019, the Commerce team resolved 186 trade cases for 101 Oklahoma companies in 24 counties.



“Partnering with Oklahoma was quite helpful to Ferra. As an Australian-headquartered global company, developing a close association with Oklahoma resulted in a number of new connections with US prime contractors who are interested in the potential to partner with our Grove facility. By participating with the Governor’s team and the Department of Commerce officials, we were able to develop relationships and get a better understanding of how Oklahoma can help Ferra succeed and invest in Grove to create jobs and grow the local economy.”

*– Mark Brunner
Vice President
The Cohen Group on behalf
of Ferra Aerospace*

Spotlight: Mexico Trade Office

Mexico is Oklahoma's second-largest export market. Commerce's Oklahoma-Mexico Trade Office helps Oklahoma companies identify export opportunities and sell their products and services to the Mexican market. In 2019, exports to Mexico increased by 4.7%. If trends continue, Mexico will be Oklahoma's largest export destination by 2025.

In 2019, the Mexico Trade Office resolved 98 trade cases for 57 Oklahoma companies.

Oklahoma's trade office in Mexico provides Oklahoma businesses access to the Mexican market through various services, including:

- International agent/distributor/partner searches
- Comprehensive market research reports
- International trade/market entry consulting
- International due diligence requests
- International trade show assistance
- International regulations/certifications/standards assistance
- Vetted international trade leads & bidding opportunities
- Sourcing assistance

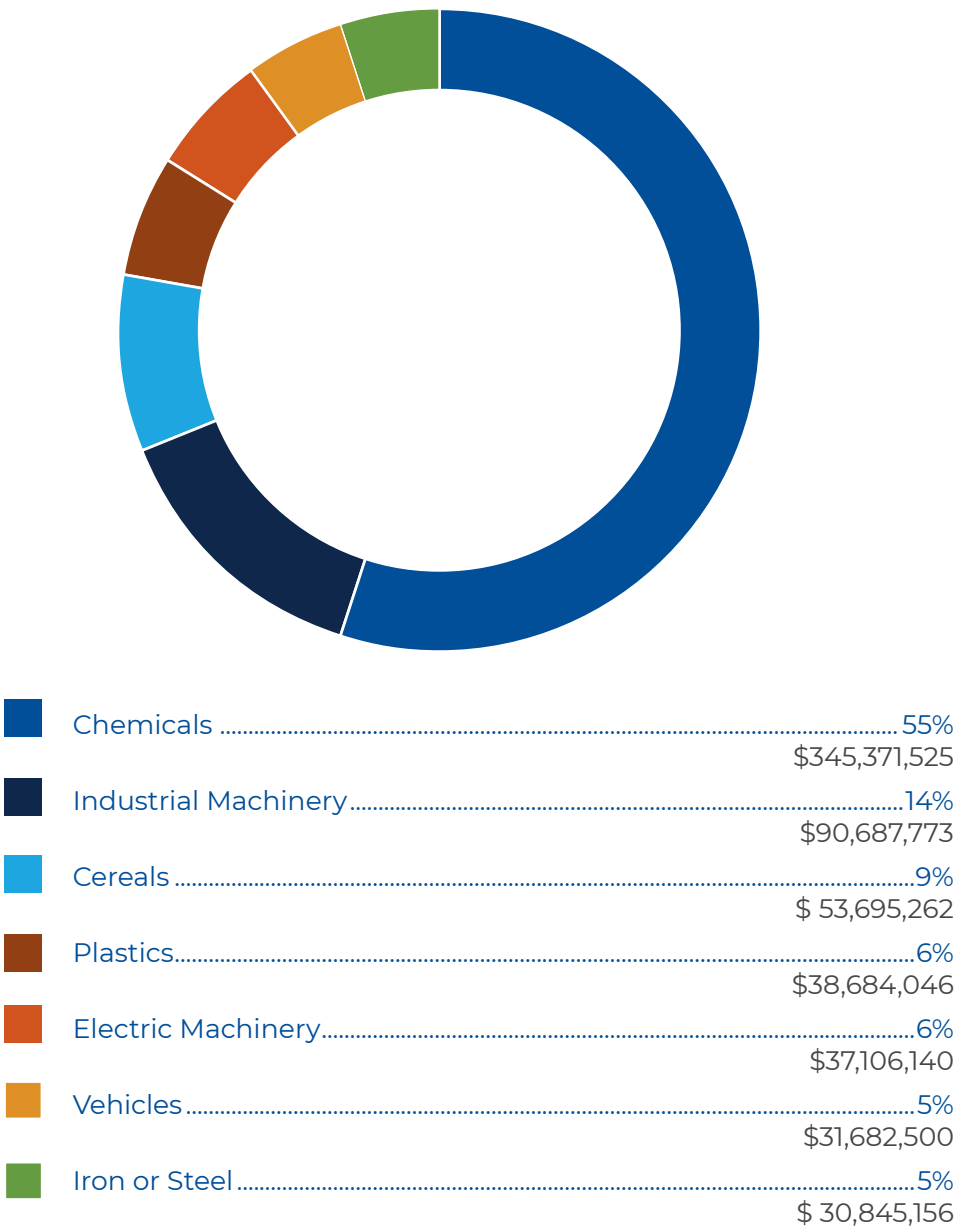


"I would like to thank Jesse, Luis and his team for the outstanding support provided to Taylor Valve during our search for a distributor in Mexico. All services provided certainly exceeded our expectations. Taylor Valve is looking forward to attending future shows with the Oklahoma Department of Commerce."

– Mike Bredy
Sales Manager
Taylor Valve Technology

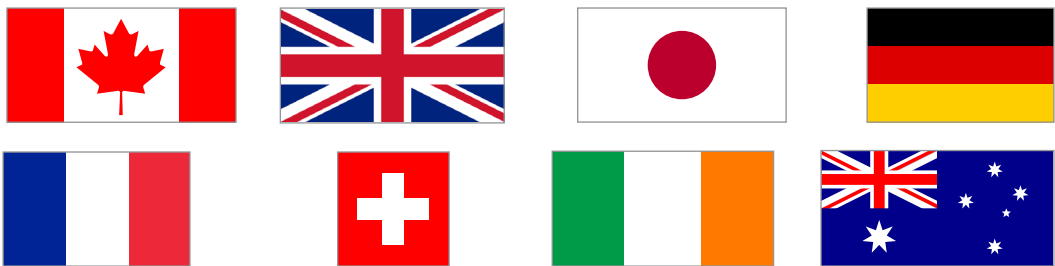
Top Oklahoma Exports to Mexico:

\$820 million total exports in goods from Oklahoma to Mexico in 2019



Bringing the World to Oklahoma

- Major sources of foreign investment in Oklahoma include Canada, the United Kingdom, Japan, Germany, France, Switzerland, Ireland, Australia, Sweden, Mexico, Belgium and Italy.
- The largest international employers in the state are companies headquartered in the France, Ireland and the United Kingdom.
- 39% of all FDI jobs in the state are in the manufacturing sector
- In the past 5 years, Oklahoma’s FDI employment has increased 8% while the state’s overall private-sector employment has increased 3%.



Foreign Investment in Oklahoma

Country	Business Establishments in Oklahoma	Employment in Oklahoma
Canada	71	3756
United Kingdom	64	4352
Japan	63	3139
Germany	55	2905
France	49	5765
Switzerland	36	2606
Ireland	20	5448
Australia	18	1188
Sweden	17	4270
Mexico	16	6846

Oklahoma's FDI Program Services

Oklahoma's Foreign Direct Investment (FDI) program provides prospective Oklahoma businesses the tools they need to locate and grow their business in Oklahoma.

- International site location assistance
- Incentive analyses
- Cost of doing business benchmark reports
- Customized site visits
- Market entry strategy assistance
- Visa assistance
- State and local partnerships
- International supplier/partner identification
- Workforce recruitment and hiring
- Regulatory and permitting assistance
- Foreign entrepreneur support

FDI Partners

Oklahoma's FDI Team is a partnership between Commerce, local economic development organizations and the state's major utility companies that are committed to promoting Oklahoma's economic development efforts to international markets.

- Ardmore Development Authority
- Broken Arrow Economic Development Corporation
- Duncan Area Economic Development Foundation
- Greater Oklahoma City Chamber
- MidAmerica Industrial Park
- Muskogee City-County Port Authority
- Norman Economic Development Coalition
- OGE Energy Corp.
- Public Service Company of Oklahoma
- Tulsa Regional Chamber
- Tulsa Port of Catoosa

Trade and Export Spotlight

Regional Development Specialists

The Oklahoma Department of Commerce works to provide economic development assistance, including trade and export support, to businesses in every corner of the state. Commerce's Regional Development Specialist Team is responsible for assisting businesses and communities in the six designated regions of the state.

While each Regional Development Specialist is the on-the-ground expert in their region, they utilize the Commerce Trade & Export Team to work with companies in areas concerning global trade.

Throughout the year, the Commerce Trade & Export Team works with the RDS Team to assist companies statewide. In 2019, Commerce worked with 101 Oklahoma companies on 186 issues surrounding trade. Many times, these came to light after an RDS spoke with companies in their regions about the services offered by Commerce's Trade & Export Team.

"With the move from NAFTA to USMCA, there has been increased uncertainty surrounding trade – that's in addition to many small companies just not knowing where to start when it comes to exporting," said Jesse Garcia, International Trade Specialist, Commerce. "Exporting opens up entirely new markets to companies, giving them the opportunity to increase their sales and expand their reach. Through the relations our Regional Development Specialists have developed in their regions, we can connect with Oklahoma companies that are ready to export and help them get started down the path."


One example comes from Southeast Oklahoma where the Commerce RDS and Trade Manager met with Teal-Jones Lumber LLC to answer questions about exporting and provide information about the STEP grant and how it supports Oklahoma companies looking to export. The Commerce team also brought in the Mexico-Oklahoma Trade Office representative to provide market research services to the company for opportunities in the Mexico market.

"Many companies in my region, and throughout the state, don't fully considering exporting because it seems difficult or confusing," said Glenn Glass, Southeast Regional Development Specialist. "But when I can connect companies with Jesse, we help them see the direct path to exporting and how it can help them grow their business. It's a really valuable service."

RDS Services

In addition to trade assistance, the Regional Development Specialists provide the following services to companies and economic development organizations in their designated regions:

- Business retention & expansion
- Business attraction programs
- Workforce development support
- One-on-one visits
- Strategic planning
- Trade assistance
- RFP response training
- Community & economic development
- Community grant programs



“Duncan Machine Products, Inc. (DMP), with the assistance of the Oklahoma Department of Commerce, was able to market its manufacturing services to both U.S. and international companies at the Paris Air Show in June 2019. DMP made valuable connections with several companies by attending the show.”

*– Dana Harwell
Gov. Contracts Administrator
Duncan Machine Products, Inc.*



For more information on Trade and FDI in
Oklahoma, contact our Global Team or visit our
website okcommerce.gov/trade or call 405-815-5136



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